

CAR 805

CONTEMPORARY APPROACHES TO ACQUISITION IN THE INFORMATION AGE

This course provides an integrated perspective of the impact of the latest legal and regulatory changes and advances in information management on the acquisition process. Emerging information technologies (IT) and IT acquisition strategies are reviewed. Best commercial practices and information management issues, such as information assurance and electronic Government, are discussed with a focus on improving acquisition service to the customer while assuring best value to the Government.

Objectives: Students who successfully complete this course will be able to:

- assess the impact of the latest legal and regulatory changes and advances in information technology on the acquisition process, and
- evaluate how emerging management practices and information technology promote improvements in the acquisition process.

Who Should Attend: This continuing education course is appropriate for acquisition professionals who are already Level III certified in an acquisition career field and in all types of defense programs, including those dealing with weapons; mission critical computer resources; command, control, communications, and intelligence; and automated information systems.

Prerequisite: None

Length: 5 class days

Method of Delivery: Resident/On-site

PDS Code: JHG



CON 100

SHAPING SMART BUSINESS ARRANGEMENTS

Personnel new to the contracting specialty will gain a comprehensive understanding of the environment in which they will serve. Students will develop professional skills for making business decisions and advising other acquisition team members in successfully meeting customers' needs. Before beginning their study of technical knowledge and contracting procedures, students will learn about the different DoD mission areas and the types of procurement alternatives that may be selected for each. Knowledge management and information systems as well as recent DoD acquisition initiatives will be introduced. Small group exercises will prepare students to provide contracting support within the overarching business relationships of Government and industry.

Objectives: Students who successfully complete this course will be able to:

- explain the acquisition/contracting mission and its impact on the American economic system;
- select training and development opportunities for career progression,
- describe the interdependence of functional team members,
- describe the importance of the oversight roles of the GAO and the DODIG,
- explain the characteristics and responsibilities of the contracting professional in the role of a business advisor,
- explain the distinctive interests of both the buyer and seller and the role those interests play,
- determine the relationship between financial and acquisition communities and how fundamental financial principles and requirements are important,
- describe commercial acquisition and Government unique requirements of market research in identifying the best business arrangements to meet mission requirements,
- explain e-business and information technology in supporting business processes, and
- distinguish among the current DoD acquisition initiatives and new policies.

Who should attend: This course is for personnel new to the contracting workforce.

Prerequisite: None

Length: 9 class days

Method of Delivery: Resident/On-site

PDS Code: JHE

